

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 02897 111222Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----004926 111407Z /43
R 111107Z JUL 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 1036

UNCLAS STOCKHOLM 2897

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJ: ADS REQUEST: QANTEL CORP., HAYWARD, CA

OF THE FIRMS CONTACTED INDIVIDUALLY, THE FOLLOWING TWO HAVE
INDICATED AN INTEREST IN THIS PROPOSAL AND WOULD LIKE TO HEAR
FROM QANTEL CORP. AS SOON AS POSSIBLE:

1. DATAMETRIX AB
BOX 106
S-190 30 SIGTUNA, SWEDEN
ATTENTION: MR. FREDRIK BERGQVIST
TELEPHONE: 0760/516 55
TELEX: 11330

2. THIS SMALL, PROGRESSIVE AGENT/DISTRIBUTOR OF EDP EQUIPMENT
HAS ANNUAL TURNOVER OF APPROXIMATELY SKR 3 MILLION. THE FIRM
IS FINANCIAL SOUND AND MEETS ITS PAYMENTS SATISFACTORILY.

3. DATAMETRIX IS PRINCIPALLY INTERESTED IN QANTEL'S HARDWARE. THEY
HAVE GOOD CONTACTS WITH FIRMS CAPABLE OF USING QANTEL'S SOFTWARE.
BERGQVIST BELIEVES THAT QANTEL'S PROGRAM LANGUAGE NEEDS TO BE
MODIFIED ESPECIALLY FOR THE SWEDISH MARKET. HE WOULD LIKE TO
OBTAIN A MORE DETAILED DESCRIPTION OF QANTEL'S SYSTEM, AS WELL
AS MORE INFORMATION ABOUT THE COMPONENTS IN THIS SYSTEM.
DATAMETRIX REPRESENTS SEVERAL COMPONENT SUPPLIERS WHOSE PARTS
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MIGHT BE INCLUDED.

4. SAVEN AB
STRANDGATAN 3
S-185 00 VAXHOLM, SWEDEN
ATTENTION: MR. BO JOHSSON
TELEPHONE: 0764/315 80

5. SAVEN HAS APPROXIMATELY 18 EMPLOYEES AND TOTAL ANNUAL TURN-OVER OF ABOUT SKR 9 MILLION. THE COMPANY IS VERY PROGRESSIVE AND EXPANDING RAPIDLY. IT IS AN IMPORTER/AGENT/DISTRIBUTOR OF EDP EQUIPMENT, ELECTRONIC INSTRUMENTS, LASER AND ELECTRO-OPTICS, AND SPECIAL COMPONENTS. JOHNSON HEADS THE EDP SECTION AND IS PART-OWNER OF THE FIRM.

6. JOHNSON BELIEVES THAT THERE IS A MARKET FOR THIS SYSTEM IN SWEDEN, BUT THAT INTRODUCING WILL REQUIRE LARGE CAPITAL INVESTMENT, SINCE COMPETITION IS VERY KEEN. HE NEEDS MORE PARTICULARS CONCERNING COMPONENTS AND SOFTWARE. JOHNSON ALSO MENTIONED THAT QANTEL'S SOFTWARE PROBABLY WOULD HAVE TO BE MODIFIED TO SUIT THE REQUIREMENTS OF SWEDISH CUSTOMERS. HE WOULD LIKE TO KNOW HOW QANTEL IS PLANNING TO DISTRIBUTE ITS SYSTEMS IN SCANDINAVIA.

7. BOTH DATAMETRIX AND SAVEN WOULD BE VERY INTEREST IN MEETING WITH A REPRESENTATIVE FROM QANTEL TO DISCUSS THIS SYSTEM AND ITS MARKETING IN SWEDEN.

APPROVING OFFICER: ECON:CA:TRUMME.
PERRY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 11-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: STOCKHOLM
Handling Restrictions: n/a
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Litigation History:
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Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 10-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1897309
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST: QANTEL CORP., HAYWARD, CA OF THE FIRMS CONTACTED INDIVIDUALLY, THE FOLLOWING TWO HAVE INDICATED AN INTEREST IN THIS PROPOSAL AND WOULD L
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/f8be676d-c288-dd11-92da-001cc4696bcc
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